

Message Text

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PAGE 01 MANAGU 04554 252316Z

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FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 8496

INFO AMEMBASSY GUATEMALA

AMEMBASSY PANAMA

AMEMBASSY SAN JOSE

TRRUESAL/AMEMBASSY SAN SALVADOR 1042

AMEMBASSY TEGUCIGALPA

AMEMBASSY MEXICO

UNCLAS MANAGUA 4554

EO 11652: N/A

TAGS: ECON,NU

SUBJECT: COMMERCIAL OFFICERS CONFERENCE

REF: STATE 278169

1. THE PROPOSAL TO HOLD THE CENTRAL AMERICAN COMMERCIAL OFFICERS CONFERENCE FOR SPRING 1976 IN MEXICO IS INTERESTING. THERE ARE, HOWEVER, BUDGETARY REASONS FOR HOLDING THE CONFERENCE AT ONE OF THE CENTRAL AMERICAN POSTS:

A. TRAVEL COSTS WOULD BE SUBSTANTIALLY LESS, AND THESE COSTS ARE A CRUCIAL FACTOR. WE MUST AVOID THE SITUATION WE HAD AT THE SAN JUAN CONFERENCE WHERE SEVERAL COUNTRIES WERE ALLOWED TO SEND ONLY ONE OFFICER INSTEAD OF TWO BECAUSE OF LIMITED TRAVEL FUNDS.

THE PARTICIPATION OF THE CHIEFS OF THE ECONOMIC/COMMERCIAL SECTIONS AS WELL AS COMMERCIAL OFFICERS HAS BEEN TRADITIONAL AND, IN OUR VIEW, ESSENTIAL TO THE PURPOSES OF THESE MEETINGS.

B. JOINT COLLABORATION ON TRADE PROMOTION CAN BE DISCUSSED ANYWHERE, BUT HOLDING THE CONFERENCE AT ONE OF THE CENTRAL AMERICAN POSTS GIVES ECONOMIC/COMMERCIAL OFFICERS THE OPPORTUNITY TO FAMILIARIZE THEMSELVES WITH THE ACTIVITIES, FACILITIES AND PECULIARITIES OF ONE OF THE OTHER REGIONAL SECTIONS. THERE HAVE BEEN A NUMBER OF RECENT PERSONNEL CHANGES IN THE ECONOMIC/COMMERCIAL SECTIONS OF THE REGION AND THIS FAMILIARIZATION WOULD

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NOT BE REDUNDANT. THIS POST THEREFORE FAVORS HOLDING THE

CONFERENCE HERE IN CENTRAL AMERICA.

WARNER

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NNN

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